Magnum Opus Technologies

Robert T. Manigault
President

What Does Magnum Opus Technologies Do?

We provide allied healthcare professionals and administrative/clerical personnel

Mission Statement

- To partner with our customers and be their first choice for highly trained, well-qualified healthcare, administrative and clerical personnel; and to satisfy their needs efficiently and expeditiously.

Personnel Occupation Categories

- Healthcare
- Administrative
- Clerical

Healthcare

- Nursing services
  - Registered nurse
  - Licensed practical nurse
  - Nursing assistant

Healthcare

- Healthcare technicians
  - Emergency medical technician
  - Dental assistant
  - Medical record technician
  - Pharmacy technician
  - Phlebotomist
  - Phlebotomy technician

Administrative

- Accounting clerk
- Secretary
- Technical writer

Clerical

- General clerk
- Medical record clerk

NAICS Codes

- 621210 Offices of Dentists
- 621399 Offices of All Other Miscellaneous Health Practitioners
- 621610 Nursing Care Facilities
- 561110 Office Administrative Services
- 621999 All Other Miscellaneous Ambulatory Health Care Services

Our Customers

- Federal Government
  - Air Force
  - Army
  - Coast Guard
  - Department of Veterans Affairs
  - DOC National Oceanic & Atmospheric Administration
  - DOJ Bureau of Prisons
  - Navy

Our Customers (Continued)

- State Government
  - Texas Department of Public Safety

States in Which We Provide Services

- California
- Connecticut
- Hawaii
- Louisiana
- North Carolina
- Oregon
- South Dakota
- Texas

Past Performance

Customer	State	Service Provided
Bureau of Prisons	CA	Dental assistants
Veterans Administration	CT	Medical billing clerks, accounts receivable technicians & Pre-registration clerks
U.S. Navy	HI	Medical appointment clerk

Past Performance (Continued)

Customer	State	Service Provided
TAMC	HI	Telemedicine Systems Consultant
Air Force – Barksdale AFB	LA	Registered Nurse
DOC National Oceanic & Atmospheric	NC	Registered Nurse (Occupational Nurse)

Past Performance (Continued)

Customer	State	Service Provided
Coast Guard	OR	Dental Assistant
Air Force – Ellsworth AFB	SD	Medical Release of Information Clerk
Air Force – Brooks City Base	TX	Medical Records Clerk

Past Performance (Continued)

Customer	State	Service Provided
Bureau of Prisons	TX	Pharmacy Technician
Texas Department of Public Safety	TX	General Clerks

How Do We Do What We Do?

- Determine our customer's needs
- Recruit the most qualified candidates
- Verify qualifications
  - Credentialing
  - Testing
- Background check
- Hiring
- Retaining

Determining the Customer's Needs

- Listen to the customer
- Customer knows best
- Maintain a customer focus

Recruiting Process

- Recruit from local community*
- Newspaper advertisement
- America's Job Bank
- MOT website
- Internet job sites
- State employment commissions
- Recruiting agencies

* Relocation available, depending on nature of contract

Recruiting Process (Continued)

- Interview the candidate. This is the best way to get a “feel” for suitability.
- Customer has opportunity to interview candidate.

Verify Qualifications

- Credentialing
  - License/certification
  - Education
  - Employment history
  - Credentials database

Verify Qualifications (Continued)

- Testing
  - Computer literacy
  - English proficiency
  - Reasoning skills
  - Job-specific skills

Background Check

- Criminal
- Sex offender
- Credit history

Hiring – Employment Status

- Each successful candidate becomes an employee

Retaining Employees

- Competitive salary
- Health & welfare
- Paid vacations
- 401(k) plan*
- 125 Medical spending account*
- Uniform allowance*
- Tuition reimbursement*

* Indicates newly added benefits

Employee Protection

- Payroll services (ADP)
- Direct deposit
- Income tax withholding
- FICA & Medicare
- Workers' compensation insurance
- Professional liability insurance

Communication Is Key To Success

- Communicate with customer
- Communicate with employees

Communication With Customer

- How are we doing?
- What can we do better?

Communication With Employees

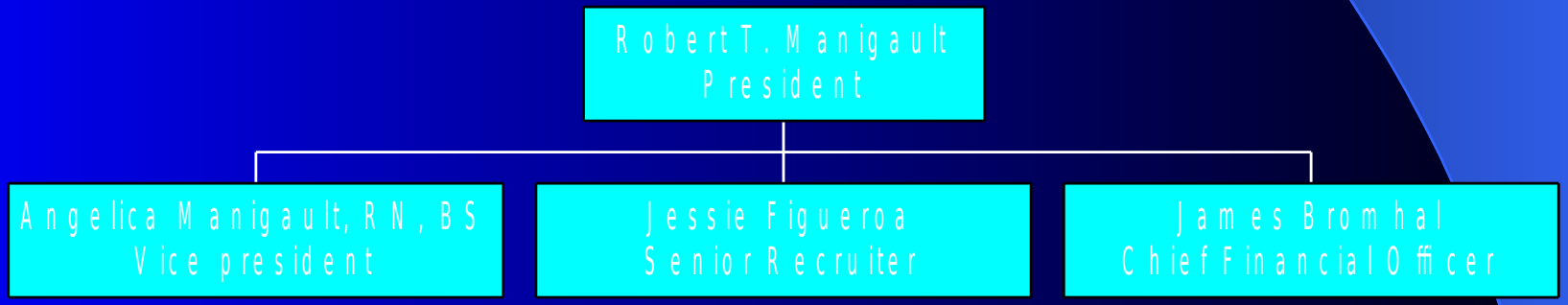
- Telephone
  - Toll-free
  - Commercial
- Email
- Fax

About Magnum Opus Technologies

- Founded in 2000
- Company headquarters located in San Antonio, Texas

Magnum Opus Technologies

Organization Chart



Size Status

- 8(a) program participant
- Small Disadvantaged Business
- Service Disabled Veteran-Owned
- Sub-chapter (S) Corporation
- Mentor-Protégé program participant with Sterling Medical Associates

Mentor-protégé Agreement

- Sterling Medical Associates – Mentor
- Magnum Opus Technologies – Protégé
- Why a mentor?

About Sterling Medical Associates

- Sterling Medical is one of the largest providers of healthcare services to government agencies, HMO's, hospitals, and clinics nationwide.

About Sterling Medical Associates (Continued)

- Specialties in which Sterling Medical provides physician services include: emergency medicine, family practice, internal medicine, pediatrics, radiology, orthopedics, ENT, dermatology, anesthesia and psychiatry.

Benefits of Having a Mentor

- Experience sharing
- Specialized assistance
  - Management
  - Recruiting resources
  - Financial

Why Choose Magnum Opus Technologies?

- Personalized attention
- Willingness to go the extra mile
- Proven track record

Conclusion

- We want to do business with you
- Contact us
  - Phone: (210) 841-5602
  - Toll-Free: (866) 872-1473
  - Email: robertm@magotech.com

Thank You